



THE AMERICAN FARMER

Business Educator.

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H. C. CLARK, Editor and Proprietor.
S. A. DRAKE, Associate Editor.

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ADDRESS OF ROBERT J. BURDETTE

To the Students of Clark's Business College,
at the College Hall, Erie, Pa., January
28th, 1887, at 10 o'clock A. M.

Mr. President, Ladies and Gentlemen:

You will find the words of my text this morning, dearly beloved, in the Book of Proverbs. I shall not tell you in what part of the Book of Proverbs, for it will do you good to read clear through the entire book to find it. "Seest thou a man diligent in his business, he shall stand before kings. He shall not stand before mean men." Now I will call your attention to the first place, to the words in the text that says "Seest thou a man diligent in his business." It does not say a woman, or "Seest thou a woman diligent in her business," because the wise man knew perfectly well that a woman was not only diligent in her own business, but also of the business of every one else in the block. But in those old days it was a rarity, and frequently it is a rarity now, in some communities, to see a man who is diligent in his business. A man is apt to be the lazy animal of creation, while woman has always been active and diligent. But it would puzzle one to see a man doing that one thing and nothing else, and so he called the attention of everyone in the world to the one diligent man that he discovered in the Book of Proverbs, in the entire range of that book. And then he says, "seest thou a man diligent in his business." He didn't say a man whose grandfather was diligent in his business, or a man who used to be diligent ten years ago, nor seest thou a man who will be next week diligent, but a man who is diligent all the time, yesterday, to-day, and forever. Now I have seen men who were diligent in everyone's business except their own. That man does not stand before kings; that man usually stands before the police magistrate, and it is no honor to him that he does stand there. I gave you an instance last night of a man who was diligent, but it was not in any business, any useful trade and honored occupation. A man used to be diligent all the time he sets out until he gets through—diligent in his own business. A man may be diligent in his own business, but he is idle and occupied and yet not accomplish anything that is worth accomplishing, or stand before kings. A man who employs ten or twenty years of his life in working and striving until he can form three or four hundred sentences out of the word "Constantinople" is diligent; but it is

not a diligence which will place him before kings. A man who spends his whole life in trying to invent a perpetual motion machine does not stand before kings, because it is not business. A man who wastes and fritters away his time in one thousand and one things that accomplish nothing, is not a diligent man in the sense of the proverb. The man who is working and struggling for the invention of the Keeley motor is the most diligent man in the State, but he is not a man who stands before kings; he is a man who is afraid to stand before his own stockholders, who try to get around him once in a while, but they do not; he gets around them. These things occupy a man's time and give him something to do, but they are not business at all. A man may apply himself well enough but he must apply himself to something with a point to it.

I remember a dog I used to own, and sometimes I select a dog to illustrate a man with instead of another man, because you will see at my time of life that a dog resembles a man in many things, more than any other man does. This was one dog among the twelve or thirteen dogs that I had that I really loved. I was running a farm, and a boy can not run a farm with fewer than twelve dogs. But this dog had a hold on my heart. He was a hunter. I never knew a dog that could hunt as he did and made it a profession to so completely employ every faculty of his body and tail to this one act of hunting. He was not a thoroughbred dog, not an Irish setter, no fifty dollar dog; but he hunted. That was what his business was. He used to get up in the morning and take breakfast at home. He always took all his meals at home, and he would go and hunt and be gone all day and come home about sunset and have his hair full of burs and his feet covered with blisters and stone bruises, and the next day he would go and hunt again all the day long and as the horn blew for supper time he would return, come sneaking down across the back of his head the same lot of swag that he had covered the day before, the same burs and blisters and bruises; a few additional ones, and that was all. Now we didn't allow anyone to censure the dog, because we believed the dog's intentions were good. He meant well and was like a packman, a bag man, doing the best that he could. He got to be an object of interest all over the township bye and bye. People away out on the edge of the town knew of it, and people would bet that to-day Burdette's dog would find something, and we who knew him bet that he would not, and we were robbing

the neighbors day by day. We had a sure thing and improved it. And then we could turn it and bet that he would find something. And he would find a rope, or a stick, or an old boot, and when he found it and brought it home it would count as something that he had found. No matter how sacred the day was—Decoration Day, or St. Patrick's Day, or the Fourth of July—he hunted; seven days in the week and fifty-two weeks in the year, for seven long years that dog hunted and never found a thing. One day in November he went out into the snow and lost himself. I don't know how to impress that on you. He didn't lose himself as an ordinary dog would. Ten dogs of an ordinary kind couldn't have lost themselves all together, as that one dog lost himself alone. He was gone with a big "G," his foot tracks didn't disappear or suddenly become lost to view. They faded out of sight; he died as he did everything, completely, and with his whole heart. As Joseph Cook would express it, he wrapped the drapery of the inevitable about him, and lay down to join the innumerable caravan of the intangible mysterious that he had hunted for seven years. He was a diligent dog but he didn't hunt in the right place. It is not enough to learn a business and acquire a profession, but after that you have got to know enough to take that profession or business somewhere where you can make something of it. You wouldn't graduate as you do here from this institution and then go to the desert of Sahara to commence business and then stand there and wait for the business to come around to you. You must go somewhere where you can *make* it come to you. A man who would go to one of these moose-hunting wouldn't bring home any moose, because there are no moose anywhere near Coney Island. That is the reason a man never finds a collar button when it drops and rolls away from him five minutes before church time; he never looks where the collar button is. And anyone knows that a collar button would never roll away at that time to a place where any man of sense ever would think of looking for it.

So you see this is to be applied only to a man's own business, and not to an employer's, or companions, or some other employment or something that he thinks would be very pleasant for him to do. And a man always wants to do something that he has no business to. There is always something in his business that is pleasanter than the most money-making and sustaining part of it. I

never yet had a place on a paper that I didn't want to trade off. There was always something in the duties of other departments that I thought more enjoyable, and I always thought if I could pick those out and compress them all into one department and take that I could enjoy it. But there is no money or practicability in it. You have to take the rough with the smooth and apply yourselves to just one thing at a time.

A man himself shall stand before kings, who is diligent in his business. He stands there because he has earned the right to. When I see a successful man in his profession or line of business, I am inclined to think that he is successful because he is a success; that is, that the qualities essential to success indicate that to be successful you have to have certain qualifications essential to successfully successful success. Perhaps you follow a man who is successful because he is a lucky fellow or a certain turn of fortune brings him to the top. If he is successful it is because he has it in himself. We always say if he fails that we knew he would for he was lazy and visionary and had no practical way of employing himself. Now all that comes to a man in good fortune comes to him as the result of what he himself has done to bring that good fortune about. I do not believe in luck; or I do believe in luck—I believe in bad luck; not in good luck. Sometimes I feel sorry for a man who goes down in this busy, turbulent, pitiless world of strife and competition of ours, and I express my sympathy with him and say he has struck bad luck. But I don't believe in taking away the reward of a man's own energy and application by saying he has had good luck. The man who puts off everything until to-morrow or day after to-morrow, and the young man who leans up against the wall waiting for some man to come along and take him into partnership, or some good piece of fortune to come and swamp him in spite of himself, then he is a man born to bad luck as the sparks fly upward. When he rustles and flutters around and does something for himself then I say there is a man born to good luck if there be such a thing as good luck. I do not believe in standing still.

There is an old proverb that has a little sense in it as most of these proverbs of the wise men used to be. It says "A rolling stone gathers no moss." I laugh every time I hear that quoted. It is the only time I do gather moss, is when I roll around. If I stand right here all the time week after week do you suppose I would ever have such an au-

dience as I had last night, for all the time right along? I take the moss that I gather here and move on to the next town and gather some more. I do not eat two breakfasts in the same town once in five years. As soon as I stand still I begin to lose all of the moss that I have acquired, and I would soon be in a mossless condition if I didn't roll, and for that matter, my dear boy, a stone don't want any moss, it is not in the moss-gathering business. If a rock standing still wants to gather moss that is all right. It takes it a great many years to gather enough to hide the rock. I want you to be so diligent in your business that you shall have a right to stand before kings, and not to follow the plan of the rock. Once in a while you see a man standing in a place where he has no right, and he will be forgotten the next day after he is dead. And there are men who are not only forgotten as soon as they are dead but they are never felt while they are here. I don't want you to be that kind. I want people to understand that you are helping to carry this load and helping to run this government and accomplishing something while you are here, and when you are gone you will not care for the rest of the world, when you are dead, any more than the rest of the world will care for you. I don't want you to be forgotten while you are here and are young men.

Now you tell me there are men who acquire the rewards of this promise that do not deserve it; that there are captains who have crawled in through the cabin windows, and men in the United States Senate who would not make a respectable alderman. But, my dear boy, they do not obtain this promise. They do not stand before kings; they crouch and bow their knee and truckle and get down in the dust before them. They go down into the mud and mire and dirt of politics and kiss the feet of any man who has influence in the ward; they truckle to any power that can control a caucus; they get down on their knees before any man with a vest pocket full of votes. The promise to you is that if you are diligent in your business you shall stand before kings, conferring as much honor on the monarch before whom you stand, as he can confer on you by giving you the position in which you stand.

Then there are men who have been diligent in their business and they get before a king. Sometimes they do and the king kicks them. There is a great deal of difference in standing in the presence of a man and standing in his way. You shall stand before him in the way of service; waiting and watchful and earnest service.

Now, coming to the end of the text, you shall stand before kings—there are kings and kings and kings, and some kings you would not want to stand before. You don't want to stand before a man unless it is a man you can feel it an honor to stand before. There are kings of Wall street, and if you stood before them but five minutes they would skin you alive; there was King Henry VIII., and there are kings of the Cannibal Islands, who are kings by the grace of God as much as those of any other monarchy, and they take their missionaries rare. We had in our own land a king, Brigham Young, who could distance Henry VIII. at his own chosen specialty, and who, when he died, left the old lady's home full of his widows. There are kings even of civilized christian nations who are not fit to make a door mat in a respectable house. If a man has made up his mind that he will serve monarchy and not care what the monarch is like, then it is easy for him to acquire this position. There are

plenty of kings to serve but not many whom I would have you serve. Be particular about your royalty. Be careful about the man you are going to serve, as well as the service you are going to render him.

And I think sometimes in this world of broad and growing thought the wise men might as well understand that woman always had it in her power to stand before this king as her brother does. At any rate the time has come when no longer the same avenue of bright promise is closed to woman as it used to be. Our legislators and wise men give wise reasons why she still should not do certain things to-day, just as our forefathers used to give wise reasons why she should not be educated as her brother was and fitted to compete with him in the struggles of life. Now a man of any sense is not afraid in this generation to give a fair field to the girl educated by his side, and if she can distance him it is well enough. I am glad to have anyone come on the platform as a funny woman, and if she runs away with my lecture business I will throw up my hands and shout and be glad. I want you sometime to take the 16th chapter of Romans and read it and see how many messages St. Paul has beginning with the commendation of "Phœbe, our sister," in his salutations to women, to the helpers that he gives by name all through the chapter. There are a great many men who never get past Timothy and first Corinthians when he says "Let the woman learn in silence with all subjection," and "Suffer not a woman to teach nor to usurp authority over the man." And I find that in his better moments he makes perfect acknowledgment of all the church owed to woman at that day. No, I am willing to admit that I keep abreast of the broadest and foremost men who are extending to women their rights of citizenship and all the rights that man has. I began to see that a woman understands business better than men; that she had natural business principles that a man had to acquire by education. When I see women standing every day at the counters of dry goods stores and refuse to pay seventy-five cents for something that they know perfectly well isn't worth forty, I want to kneel down and bless that woman, for I cannot do it. I fork over the seventy-five cents myself. When I see her wait for eight cents change, and not walk off as a man does, grandly, never minding the change, although it is the last eight cents that he has in the world, but wait and get the change calmly instead of leaving it for the shop-keeper, I say that woman has a right to have some say in this government. When actually alone I see her refuse to give the head waiter \$1 for showing her a seat that he will change every meal as long as she stays at the hotel, and to give the waiter fifty cents for something she never ordered when she is paying at the same time four dollars a day at the house, I say that she ought to run the government altogether, alone. Onetime when coming through on a train the porter says—the porter usually has a profound contempt for women. He says "You never get any money, boss, when there is a car full of women on board." I had just paid that porter 25 cents for losing one of my boots and blacking the other. And when I see them stand up and absolutely refuse to pay out of their own pockets the salaries of the servants of a corporation that is dividing millions among themselves every year, I said again that she had a right to vote and run the whole government alone. She knows her own rights and asserts them as effectively in a pleasant and charming way as he would do with great blus-

ter. And so it is a pleasant thing to see that they have the same opportunities of receiving an education that we do, and of going out into the world and doing better work almost always, and seldom worse, and it promises grandly for the world in years to come. When a man has to shut out and cut off every line that runs into his own profession to keep people out because he cannot meet any rivalry, he is a weak man. And when he says if I am a mechanic I will build up certain laws that will shut out apprentices from my business, it is because he is not a good mechanic. When a man wants to feel that the groove that he runs in is so narrow that no other man can get in there with him, that is the man that needs to be protected in his business because he can not run by himself. But the man who is an expert the whole world is not too wide for him to work in. He rather courts this kind of thing than otherwise and rather prefers competition because it stimulates his own faculties and makes him a braver, wider, shrewder man. So that whether or not you ever go to Congress or get to be President, you will know there is a loyal reward waiting for you if you fulfill the conditions of the promise in the first part of the text. If you are diligent in your business there is not much doubt of your standing before kings. You may not stand before monarchs, and it would not honor you much if you did perhaps. Much of your service will be passed in attending to the ordinary duties of private citizenship, and you may not be known very widely or broadly, but if you devote yourself to whatever you take in hand, no matter what the line of your business or calling may be, and although you may never rest your eyes upon a crowned head in this world, sometime when the wearied arms are ready for rest, and the way of this world has grown long and weary and its business very heavy; sometime, as the reward for your diligent work in this world, you shall not stand before kings, but a reward grander and nobler and better than this shall be yours: you shall stand before the King.

LETTER WRITING.

BY E. K. ISAACS.

Article 5.

THE RHETORIC OF LETTERS.

Rhetoric is the science which treats of discourse, and a letter being a written discourse, it is evidently subject to the same rules and principles of rhetoric as other prose composition.

The two grand divisions of rhetoric are *Invention* and *Style*.

INVENTION.

Invention is simply thinking up something to say. It is considered the most difficult part of composition, but in letter writing, generally this is not so. A letter is prompted by love or friendship, or by business interests, and under these circumstances our thoughts naturally furnish an abundance of materials. To formulate these materials in a proper style, both with regard to mode of expression, as well as the mechanical arrangement, the penmanship is often more difficult, or rather, it is more difficult for many, than thinking up something to say.

I would not have it understood, however, that any carelessness is to be tolerated in the composition of a letter. Westlake says: "It is proper, in every case, to think over beforehand what you want to say, so that no important thought or fact may be omitted or tacked on to the end as a postscript. Having done this, the mind should be given pretty free rein, and be allowed to run along as easily and naturally as possible,

glancing aside here and there to follow the butterfly flights of fancy, or pausing in the shady nooks of sentiment or reflection."

Of course, the latter part of the above paragraph from Westlake has reference to friendship letters only, for, in a business letter, to pause for a moment in any "shady nook of sentiment," or "to follow the butterfly flights of fancy," would be simply absurd.

STYLE.

Style is the mode of expression. Invention furnishes ideas; style arranges these ideas into correct and appropriate expressions. "It includes in its scope whatever in the arts and contrivances of speech can make the expression of thought more effective. In its lower forms it treats of Punctuation and the use of Capitals, and of other contrivances of a mechanical sort, which help to give clearness to the meaning, while in its higher forms it enters upon the region of the imagination and the passions and deals with questions of taste and fancy."—(Hart.)

The remarks in these articles will be confined to a few of the more practical divisions of Style that are of special importance in letter writing.

SPELLING.

Spelling, although not properly a part of Rhetoric, yet being a very essential element in written discourse, I find it convenient to speak of it in this connection.

A letter may be elegantly written as far as penmanship is concerned; it may have all its parts properly and neatly arranged, and the composition may be good. But if the salutation reads "Dear Friend," and the close, "Yours very truly"; or if in the body of the letter is found "right" for *write*, "to" for *two*, "except" for *accept*, "thare" for *their*, etc., etc., that letter loses a considerable part of its value, for two reasons: First, bad spelling detracts from the looks of a letter. A mis-spelled familiar word strikes the eye with a certain unpleasant effect, somewhat the same as a familiar face would, with an eye or a tooth missing or dislocated. Second, bad spelling reflects on our correspondent either carelessness or illiteracy, thus lowering him in our estimation, and reduces our appreciation of the letter accordingly.

It is true that the orthography of the English language is difficult, and its mastery is by no means a small accomplishment; but for one who claims even a common school education, there can be no excuse for mis-spelling the most common words, especially if there is a dictionary within reach.

The frequent use of the dictionary is one of the best means of learning to spell, as is also careful observation in reading. Copying correctly written articles from books or magazines is a very excellent exercise, not only in spelling, but in punctuation, use of capitals, and penmanship.

RULES FOR SPELLING.

Most rules for spelling have too many exceptions to be of much practical use. A few, however, are here given that may be studied to good advantage:

RULE I.—Final *e* of a primitive word is dropped when a suffix is added beginning with a vowel.

Examples.—Love, lov-ing; move, mov-able; force, forc-ible.

Exception 1.—The *e* is retained after *g* and *c* when a suffix is added beginning with *a* or *o*, in order to preserve the soft sound of *g* and *c*.

Examples.—Change, change-able; peace, peace-able.

Exception 2.—Words ending in *oe* retain the *e* to preserve the root-sound, as shoe, shoe-ing.

RULE II.—Monosyllables and words accented on the last syllable, when they

end in a single consonant preceded by a single vowel, double their final consonant on receiving a suffix beginning with a vowel.

Examples.—Rob, rob-ber; tan, tanning; tip, tip-ped; expel, expelling.

RULE III.—Final *y*, preceded by a consonant, is generally changed to *i* when a suffix is added that does not begin with *i*.

Examples.—Merry, merrily; beauty, beautifully.

CAPITALS.

The proper use of capitals adds much to the appearance and general merit of a letter, and the following rules should be carefully observed:

RULE I.—Every sentence should begin with a capital.

RULE IX.—The first word of a direct quotation should begin with a capital; as, he asks, "Why do you not study your lesson?" Plutarch says, "Lying is the vice of slaves."

In my next article I shall treat of the subject of Punctuation.

Valparaiso, Ind., Feb. 10, 1887.

PENMANSHIP AS A PROFESSION.

BY W. D. SHOWALTER.

There can be no question, in this advanced period of civilization, as to the nobleness and usefulness of educational effort. The time when teachers were looked upon with reproach, belongs to things historical, and will ever be remembered as an age of superstition and ignorance. In the great drama of prog-

Concentrated thought and effort are developing wonderful improvements in present methods, and the constant polishing of a single thought has aided in producing results in the teaching that the work of a generalist could never accomplish.

The habit of attaching the title of a "crank" to the one-idea man is rapidly becoming extinct, and the specialist now marches in the advance ranks of thinkers, faithfully performing his allotted part in the great general educational plan. The educator who must devote his energies to numerous themes will never advance in the line of his discoveries farther than those who have gone before him; but he who throws off every shackle and steadily follows one path, will very soon discover that he is a pio-

many accomplished specialists, and we may congratulate ourselves that in no line of work are there greater opportunities for gaining an honorable distinction than in the profession of our choice.

EVANSVILLE, W. VA.

WINTER SHOES.

Like the gnarled oak that has withstood the storms and thunderbolts of centuries, man himself begins to die at the extremities. Keep the feet dry and warm, and we may snap our fingers in joyous triumph at disease and the doctors. Put on two pair of thick woolen stockings, but keep this to yourself; go to some honest son of St. Crispin, and have your measure taken for a stout pair of winter boots or shoes; shoes are better for ordinary, every-day use, as



RULE II.—Every line of poetry should begin with a capital.

RULE III.—Proper names of persons, places, months, days, etc., should begin with capitals; as, John, Julia Stanton, Boston, Monday, January.

RULE IV.—Titles of honor or distinction, used alone or accompanied by names, should begin with capitals; as, Mr. Woodward, Dr. Hall, Chas. Reed, Esq., George the Third, Hon. James G. Blaine, Chief Justice Chase.

RULE V.—Proper adjectives should begin with capitals; as, American, English, Danish.

RULE VI.—All names and titles referring to Deity should begin with a capital; as, God, Jehovah, Creator, Almighty, He, His.

RULE VII.—The pronoun *I* and the interjective *O* should always be capitals.

RULE VIII.—Words of special importance may begin with capitals; as, the Reformation, the Board of Education, the Commissioner of Common Schools.

ress, no actor has performed a more essential or important part than the teacher, and the time is not far distant when the dignity of his efforts will be recognized by a reformed social world.

From the merest drudgery,—involving accusations of an unwillingness to perform ordinary labor and honest toil,—the profession of teaching has assumed the magnitude of a mighty calling. In the ranks of educational reform are enlisted the brightest intellects, the most cultured minds, and the largest brains found in the territories of civilized life.

The most sagacious of seers predict that in the golden ages of the future the only seal of true worth will be that of an educated mind. Surely, then, those who devote their lives to the delicate task of training and disciplining plastic human minds, are, or should be, the acknowledged stars of enlightened society.

In every department of teaching, specialists are multiplying, and generalists are existing only as necessary evils.

neer; that he is treading strange regions and reveling amid intellectual beauties that have never before yielded to or felt the touch of human hands.

Diligently pursuing his unguided course in the gardens of thought that are never reached by a less concentrated line of advancement, he is enabled to fling to the struggling masses in the background, rare gems of knowledge, and with the burnished wand of investigation, he transforms the careless learner into an ambitious and enthusiastic student.

This demand for specialists has given birth, to and caused to rapidly expand and grow into a giant,—the profession of penmanship.

The fact that excellence in this branch requires years of work has caused those who become skilled in the use of the pen to embark in the teaching field, and thus our profession has been called into existence.

We have reason to be proud of our

they allow the ready escape of the odors while they strengthen the ankles, accustoming them to depend on themselves.

A very slight accident is sufficient to cause a sprained ankle to a habitual boot-wearer. Besides a shoe compresses less, and hence admits of a more vigorous circulation of blood. But wear boots when you ride or travel. Give directions also to have no cork or India rubber about the shoes, but to place between the layers of the soles, from out to out, a piece of stout hemp or towlinen, which has been dipped in melted pitch. This is absolutely impervious to water—does not absorb a particle, while we know that cork does, and after a while becomes "soggy" and damp for a week. When you put them on for the first time, they will feel "as easy as an old shoe," and you may stand on damp places for hours with impunity.—*National Educator*.

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By H. C. Clark, Erie, Pa.

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It is the intention to make THE AMERICAN PENMAN one of the best of its class, and we desire thousands of subscribers from all parts of the country, and all persons subscribing before July 1st, 1887, will receive a copy one year for 25 cents. When a copy of 6 cents, it will be furnished for 20 cents each, and a club from 30 to 50 or more, will receive it at 15 cents each.

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To all our subscribers remitting One Dollar we will until further notice, mail a copy of *Venue First* Clark's Progressive Book-keeping and the *AMERICAN PENMAN* for one year, or we will present a copy of both volumes of Book-keeping to any one sending a club of ten subscribers and \$2.50. Now is the time to subscribe.

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H. C. CLARK, Publisher,
Erie, Pa.

ERIE, PA., MARCH, 1887.

Now is the time to subscribe.

The next convention of business educators will be held in Milwaukee, Wis., in July.

No more copies of THE AMERICAN PENMAN will be sent to those who are not subscribers. A hint to the wise is sufficient.

The *Pennman's Gazette*, now published in magazine form, presents an attractive appearance. It is ably edited, well printed and liberally illustrated.

Do not fail to read the advertisement on the seventh page, as it contains matter of importance to those interested in the subject of book-keeping.

We congratulate Brother Palmer, editor of the *Western Pennman*, in giving to the public such a valuable journal. It has the regular western snap and enterprise about it.

THE AMERICAN PENMAN is circulated in both America and Great Britain, and it is the universal opinion of its readers that it is the best paper of its class published for 30 cents per year.

The partnership heretofore existing between H. C. Clark and C. U. Johnson has been dissolved, and hereafter

Mr. Clark will devote his entire time and attention to the Erie College and his publications. Mr. Johnson will continue the school at Buffalo.

The address of Robert J. Burdette, the celebrated humorist, published in this issue, is well worth reading. Mr. Burdette is one of America's greatest and most popular public lecturers.

BUSINESS men are more deeply interested in the prosperity of business colleges than ever before, as they can better appreciate the importance of commercial education than any other class.

The February number of *The Pennman's Art Journal* presents to its readers a fine likeness of Prof. D. L. Musselman, of Quincy, Ill., and biographical sketch prepared by the Rev. David Guy.

Those desiring some beautiful card writing should enclose 25 cents to the editor and receive by return mail one dozen white bevel cards written in different styles that can not help but please the most fastidious. Order now.

CLARK'S BUSINESS COLLEGE at Erie is having a large patronage, students being enrolled from all parts of the country, and the daily attendance is over two hundred. Its graduates are earnestly sought after by those in need of competent help.

Young men who are anxious to get a successful start in life, should have a sound business education. There is no course of study of general importance, and, in fact, it is indispensable to the business or professional man and farmer alike.

Rev. M. H. Tyrone is meeting with excellent success as general agent for the *People's Encyclopedia*. It is a desirable addition to the library of the business or professional man, and is much better than many of the larger and more expensive encyclopedias now being put on the market.

A copy of the new annual catalogue of Clark's Business College will be mailed free to any address. It is a beautiful and interesting book, containing the names of students enrolled during the past year, the address delivered to the graduating class by the famous preacher and orator, Rev. T. DeWitt Talmage, and many other interesting addresses.

We regret to announce the death of Corwin H. Mallory, Esq., which occurred on the 8th of February. Mr. Mallory was a former teacher in Clark's College and had the universal esteem of those who were acquainted with him. He was admitted to the Erie bar last July, and had he lived, would have easily won prominence and success as an attorney. He was a young man of exceptionally good character, and his friends have the sympathy of the entire community in their sad affliction.

THE PRINCIPLES AND PURPOSES OF LIFE.

(Composed and read before Clark's College Literary Society by Miss Jennie Roberts, Teacher in the English Department.)

In looking to the future there is one very important inquiry which we, as young people, should ask ourselves.

Have we a well-cultured and well-stored mind? What position are we anxious to occupy in society? What is the estimation in which we wish to be held by those within the circle of our acquaintance?

I trust there are none among us this evening who desire to be disrespected by the wise and good. There is nothing would gratify us more than to be honored and respected as we advance in years, and to move in good society. Is not this the desire of the young of this audience? The youthful, who have the slightest understanding of the journey of life, who are impressed even in the smallest degree with the perils to which they are exposed; the trials to be endured; the vicissitudes through which they must necessarily pass, cannot fail to acknowledge the wisdom of seeking for knowledge to enlighten them through this world's wayward scenes.

A career well begun—a life commenced properly, with wise forecast and under the influence of sound and pure principles, is an advance, half way at least, to ultimate success and prosperity. "Well begun is half done," was one of Dr. Franklin's sound maxims. As people advance in years they perceive more and more the importance of commencing life properly. It is the commencement which makes the prosperous journey through life. For instance, we will refer to some wretched outcasts! Poor and miserable, shunned by all, he drags out his worthless life.

Does he think he has acted wisely? Hark to his soliloquy, "Oh, could I but begin life again, could I but live my days over again, what a different course would I pursue! I am rushing on blindly and heedlessly, without thought or care, I would search for the way of virtue and honesty." This opportunity which he so eagerly covets, and to obtain which he would deem no sacrifice too great, is now before every one in this assembly. It is much easier to start right and keep right than to start wrong and then endeavor to get right. Above all things cherish self-respect.

Cultivate pride of character. The more pride of this description the better. There are many temptations strewn along our path.

Could the young man as he is tempted by some fashionable young friend, take that terrible glass of intoxicating beverage, see plainly the poverty and wretchedness, and the horrid death, to which it often leads, he would set it down untasted and turn away in alarm. Hence we need to establish fixed rules of conduct, by which we will be governed in our hour of temptation.

Among these fixed principles by no means overlook Honesty and Integrity. Honesty is admired by all. Even the most corrupt villain respects an honest man. We, as young people, should establish fixed purposes for life, should set our mark as to what we wish to become, and then make it the great labor of our lives to attain it.

Let that mark be a high one. You cannot make it too elevated. The maxim of the ancients, that although he who aims at the sun may not hit it, yet his arrows will fly much higher than though his mark had been on the earth. A young man who should strive to be a second Washington or Jefferson might not attain to his renown. But he would become a much greater and better man

than though he had only aspired to be the keeper of a gambling house.

In all purposes of life aim high! One of the most important principles is the selection of our associates. We are in nature social beings. We desire and enjoy the society of others. It is impossible to be on social and familiar terms with others for any length of time without copying somewhat of their disposition, ways and habits.

Let a young man, however upright and pure, associate with those that are profane, intemperate and unprincipled, but a brief space of time will elapse before he will fall in with their habits himself.

To a young lady, industrious and essentially and commendable. When a young lady associates with those who are idle, disrespected, whose chief occupation is to spin street yarns, to run from house to house, store to store, and walk the streets in the evening, instead of being at home engaged in some useful employment, whose whole conversation, thoughts, (and perhaps dreams), relate to dress, fashion, and to some man she has made, and whose reading never extends to instructive and useful books, but is confined exclusively to *novels* and *love stories*, how long before she will become as equally and good-for-nothing as her associates?

Strive to know the principles and habits of your associates. Inquire how and where they spend their leisure hours, and in what company they mingle.

If in these respects they are found wanting, then hesitate not to associate with them. But if you find them deficient in any of these characteristics, however respected, shun their company at once.

LAFAYETTE'S AMERICANISM.

Lafayette identified himself so thoroughly with those for whose independence he fought, that when referring to the Revolution, he always spoke of himself as an American. One evening in 1824, while visiting Boston, Mrs. Josiah Quincy said to him:

"The American cockade was black and white, was it not, General?"

"Yes, madame," he replied; "it was black at first, but when the French came and joined us, we added the white in compliment to them."

At the siege of Yorktown, in the assault which hastened the surrender of Cornwallis, Lafayette and his American division captured one redoubt some minutes before the French carried the redoubt assigned to them.

"You don't remember me, General!" cried an old soldier, passing through the crowd assembled at the State House to welcome Lafayette on his arrival in Boston. The General looked at him keenly, holding the hand of the old man, who added:

"I was close to you when we stormed our redoubt at Yorktown—I was just behind Captain Smith—you remember Captain Smith?" He was shot through the head just as he mounted the redoubt."

"Yes, yes, I remember," answered Lafayette, his face lightening up. "Poor Captain Smith! But we beat the French! We beat the French!"

At the surrender of Cornwallis, the American troops were drawn up on the right, and the French troops on the left of the road, along which the British Army marched in silence. Lafayette, noticing that the English soldiers looked with scorn at the French, and that he ignored the American light infantry, the pride of his heart, and being determined to bring their eyes to the right, ordered the band to strike up "Yankee Doodle."

"Then," said he, narrating the change, "they did look at us, but were not very well pleased."—*Youth's Companion*.

THE STOLEN PICTURE.

A woman was walking along the street of one of our cities. She was poorly dressed; her face was marked with sadness. She carried a frame picture under her arm. Her step was quick and she seemed nervous. As she turned around a corner an official laid his hand on her shoulder, and said, "What do you carry, dear lady?"

"Only a picture, sir," she replied.

"Is it your own, sir?" he asked.

"It is my own, sir," she answered.

"Well, you will come with me, and we will see," he continued. He then escorted her to a police station. She still held to the picture. She was put on trial. A picture-dealer appeared against her. A jury was hastily collected to hear the case. The judge took charge of the picture. He looked at it, then at the face of the woman. The picture was that of a beautiful little girl. The woman still carried in her countenance the remains of a refined and noble expression.

"Well, madam," said the judge, "the portrait is an excellent one. I admire your taste very much. You certainly are a lover of fine arts. But this cannot excuse you. You might be excused for stealing bread, if you were hungry; or for sneaking coal, if your family were freezing. But why did you venture into

to convict. All asked to be excused. And they stepped out, each with a melted heart.

"Here," said the judge, as the woman sat before him, now left almost alone, and he gave her the picture, "there is no one to claim it but you. And take this too," he continued, and handed her a ten-dollar bill. The woman bowed her thanks and departed.

Saloon-keeper, come and behold the scene. The disheveled grave, the desolate home; the darkened path of the widowed wife, the bleeding heart of the bereaved mother. Behold the scene till tears furrow your cheeks, and the sense of guilt makes you groan: till you look up the dram-shop, never again to be opened, and your hand refused the property you have taken by fraud from widows and orphans.—*Canadian Baptist.*

WANTED—COMPETENT MEN.

Young men do you want a good position? If so there is one way by which you are sure to get it. Take some one thing and make yourself thoroughly master of it. Unless intemperate or dishonest you do not see good mechanics, skillful accountants, good salesmen, or first-class teachers wandering about looking for a job. It may be so in the countries of the old world, but it will not be so here for years to come. The

The great law of supply and demand rules this as everything else. Gold is valuable because it is rare, iron is cheap because it is common. Men who will take the time and pains to make themselves thorough are few and hence command good pay. Men who learn no trade or business are common, and hence can be had as low as a dollar a day. Which will you be?

If you propose to be a high-priced man you have got to give time, trouble and hard work to make yourself so. If it were not so everyone would rush in and the good article would no longer command a premium. Everything has its price, and if you want a certain position in the world pay for it. Now is the future offered. Now, while you have your capital of youth, time and energy to invest, for the days will come when these are gone, and then it will be too late. Now is the time; who bids?—*The Business Student.*

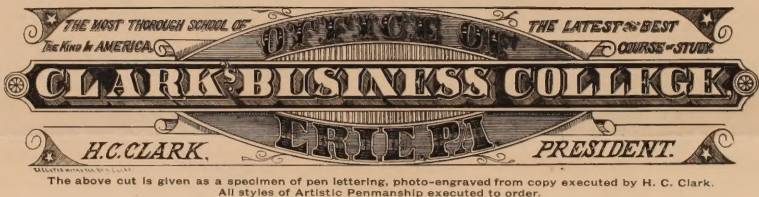
EDUCATE THE PARENTS' FIRST.

A Chicago paper says that "if parents living in Chicago desire to have their children instructed in the art of reading and writing the English language, in simple arithmetic and practical geography, it is obvious that they must soon employ teachers at their homes or patronize schools where a tuition fee is

The industrial school is really the hope of our common school system, but the parents will have to be educated up to it before the children generally can be educated in it. Nothing in the foregoing remarks, however, must be construed by Superintendent Crocker as meaning that he not chiefly responsible for the maintenance of the iniquitous school system of Buffalo. Enough of the parents of this city have indicated their desire for a reformed system to show that the mass of them want it. A particularly bad application of an erroneous principle is often a powerful aid in having it discredited.—*Buffalo Express.*

"IF I HAD A FARM."

There are idle men in all countries doing virtually nothing, and vainly sighing, "If I had capital" or "had a farm" what wonders they would do. There are other things which they need worse than capital or farm. It is application, push and wise economy. Without these capital or farm are of no use. And if he has these talents he can acquire capital, farms and credit. With or without capital, all who deserve it, can and do win wealth and character. They are within the reach of all. Nearly all successful business men started in life and in business without capital. A young man who cannot by his own in-



this man's store and take the fine painting?"

"I will speak a word, if your honor will permit," answered the lady in a soft and melancholy tone. "I do not expect my reply to gain me any mercy; but it will explain. I once had a good home; my husband was kind; we were happy. We had a little daughter. She was our joy; O, she was dear! What sweet days those were! But they came to an end. A saloon was opened in our town. My husband began to drink; he could not stop, the drinking ran us into debt; my husband could earn no more money. At last he died. After a while my daughter also died. It was not long after my loved ones were taken from me till the sheriff came, and my home, with all that was in it, was sold. I was left without anything. But I felt so much lost. I sold but little for anything except the picture of my daughter. It was sold. I tried to find it. And for long and weary years I have lived in my loneliness. But as I passed along the street, I looked in a store, at the door of that gallery; and my daughter's picture met my eyes. I said the man I saw it; but he believed me not. I watched until I got a chance, and slipped into the store and brought it away. And now I submit to punishment; any punishment you may lay on me, only let me have the picture. Will you not? O, will you not let me have my daughter's picture!"

The men were overwhelmed with the simple, touching statement of the broken-hearted mother. No one was willing

to mistake most young men make is in not qualifying themselves for anything thoroughly. It matters not how humble your choice of avocation may be, do it as well as it can be done and your future is secure. A carpenter once asked a blacksmith to make him a hammer. He made it and next day two of the carpenter's mates came to get a hammer "like that one." To-day he is proprietor of a large factory and turns out hundreds of cases of hammers made of honest steel and soundest hammer.

A Chinaman, a despised alien without friends or influence, will start laundry in a strange city, and because he does thorough and honest work will, in a short time, build up an extensive business from his almost enemies.

Anyone in business or trade knows that incompetency and negligence are the rule, and that thoroughly qualified men are the exception, and when they once get hold of a first-class man they keep him. When times get close and it is necessary to reduce the working force, they do not say "our head bookkeeper is costing us a big salary, we will try and get on without him and let one of the assistants take his place," or "we had better discharge our first-class man, they one of the new hands fill the position." No, the retrenchment is the other way, the half-hearted, indifferent workmen go first. Why not; if times improve there are always plenty of that kind to be had to fill up with again, but a really valuable man has to be kept even at a loss.

required," the Chicago common school curriculum having almost no place for "the common English branches." German, music, drawing, modeling in clay, and calligraphies are taught, but the three R's are practically ignored. And the Chicago schools are of the common American type, slightly exaggerated, perhaps.

Yet the vast majority of public-school pupils leave school before they are twelve years old. It is a marvelous system indeed which imposes the study of free-hand drawing upon a boy who, intending to earn his living as a compositor, needs to be taught spelling and punctuation, and who has so little of the artistic sense that he probably could not draw a straight line without the aid of a rule; while children without musical ears or a desire to possess them have to fidget away their time in attempts to vocalize or read music.

Sensible parents complain of the system, but the sensible parents where matters of education are concerned are few. If they predominated, the system could never have grown up. The "prominent educators" are not solely responsible for it. The great "middle class" prefer for their children a showy education to a useful one. The very poor will stint themselves to get a cheap piano for their "girl," who in nine cases out of ten has no forte for it. An examination of private schools curriculums will show whence the gaudy but generally useless public school curriculum draws its inspiration.

domitable will, mould and direct the elements about him so as to win success, is undeserving of wealth or position. There is no use standing idle, crying about what you would do if you "had capital." Providence has endowed you with capital if you will only use it. Brains and muscle working in harmony always win. It is for this that man was endowed with them. If such valuable capital is left to rust, and the possessor will live in poverty and obscurity, as he ought to. Cease your whining and go to work. Keep away from saloons and gambling houses. Abandon all useless expenses—no matter how small your income, save a certain per cent. of it each year, and soon you will have credit, capital, farms, and wealth. The road is plain, easy, and certain. Providence has given you capital—do not bury it. All deserving young men win. They are endowed with all of the necessary aids for the position they are intended for in this world.—*The College Record.*

A special Summer School for teachers will be organized at Clark's College on the June 1st, to continue ten weeks, and the instruction will be of the most thorough and practical kind. Every teacher should write for terms.

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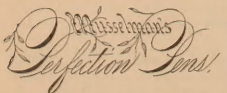
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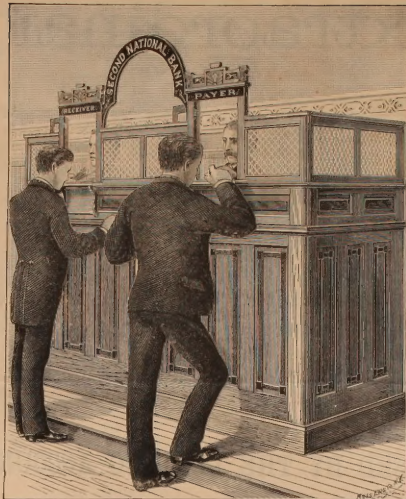
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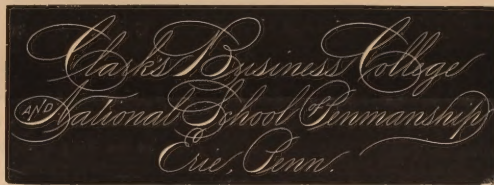
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